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POVERTY REDUCTION BY INCREASING  
THE COMPETITIVENESS OF ENTERPRISES

# POVERTY REDUCTION BY INCREASING THE COMPETITIVENESS OF ENTERPRISES

QUARTERLY PROGRESS REPORT (APRIL - JUNE 2013)  
BANGLADESH



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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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## LIST OF ACRONYMS

AAS	Agriculture Advisory Society
ACI	Advanced Chemical Industries
AFAE	Adarsha Foundation Agro Enterprise
AMOA	Avoy Nagar Motsya-Hatchery Owners Association
BAC	Bio-Tech Agro Complex
BADC	Bangladesh Agriculture Development Corporation
BADS	Barisal Aquaculture Development Society
BFFEA	Bangladesh Frozen Foods Exporters Association
BMCA	Bonolota Multipurpose Cooperative Association Ltd.
CAE	Chesta Agro Enterprise
COEL	Center for Excellence for Leather Skill Bangladesh Ltd.
DAE	Dipti Agro Enterprise
EBL	Eastern Bank Limited
EFADF	EFADF Agro Business
EFL	Earth Footwear Limited
FTF	Feed the Future
FY	Fiscal Year
GHERS	Greater Harvest and Economic Return from Shrimp
GKSSE	Grameen Krishok Shahayok Sangstha Enterprise
GOB	Government of Bangladesh's
JAI	Jagoroni Agro Industries
JAS	Juba Academy Satkhira
KFMFCSL	Kansat Mango Farmer Multipurpose Co-operative Society Limited
LFMEAB	Leather Footwear Manufacturers' and Exporters' Association of Bangladesh
LTSE	Leather Technologist Small Entrepreneurs
MOU	Memorandum of Understanding
MT	Metric Ton
NGO	Non Governmental Organization
NSS	Nazrul Smrity Sangsad
PAE	Pride Agro Enterprise
PJKAE	Proshkihito Jubo Kallyan Agro Enterprise
PP	Polly Prokity
RRF	Rural Reconstruction Foundation
SDC	Society Development Committee
SMKKE	Seba Manob Kallyan Kendra Enterprise
SME	Small and Medium Enterprise
SSURDA	Society for Sustainable Development for the Rural & Urban Area
TMUS	Trinamool Manobik Unnyan Sangstha
USAID	United States Agency for International Development



## EXECUTIVE SUMMARY

During the third quarter of FY13 (April-June 2013), PRICE continued its work improve the competitiveness of the three targeted sectors: horticulture, aquaculture and leather products. PRICE focused the majority of its activities in USAID-designated Feed the Future (FTF) regions in the south and southwest regions of the country.

PRICE Performance Q3 FY13 (April – June 2013)	
INDICATOR	ACHIEVED
Sales increased	\$43.68 million
Investment increased	\$1.09 million
New jobs created	11,797
Individuals receiving training	19,884
Persons trained in workforce development	2,866
Farmers receiving access to loan	7,161

Through all three targeted sectors, PRICE partner organizations improved sales by about \$43.68 million while creating some 11,797 fulltime equivalent jobs (2,223 of which were filled by women). In addition, partner organizations increased their investments by \$1.09 million. Finally, 7,161 farmers (55 percent female) were able to access loans through the assistance of PRICE and its partners.

This quarter, PRICE facilitated trainings for 19,884 individuals (37.5 percent female) on management or technology and an additional 2,866 individuals received training on workforce development of which 676 were female. Additionally, 7,930 individuals received refresher trainings.

PRICE's performance against its indicators for this quarter can be seen in tables 1 and 2.

**Table 1: Standard Indicator-wise PRICE Performance by Sector for Q3 FY13 (April–June 2013)**

Sector	Value of incremental farm-level sales (USD, million)	Value of new private sector investment (USD)	Individuals receiving short-term training	Farmers and others applying new technologies	Hectares under improved technologies
Horticulture	\$32.4	\$509,035	14,360	14,720	2,821
Aquaculture	\$2.1	\$231,469	5,360	11,216	4,061
<b>All</b>	<b>\$34.5</b>	<b>\$740,504</b>	<b>19,720</b>	<b>25,936</b>	<b>6,882</b>

**Table 2: Custom indicator-wise PRICE performance by Sector for Q3 FY13 (April–June 2013)**

Sector	Value of sales increased (USD, million)	New jobs created	Value of investment increased (USD)	Individuals receiving workforce development training	Firms & farmers with access to credit	Value of sales (USD, million)
Horticulture	34.8	10,215	509,034	1300	7139	2.5
Aquaculture	2.9	906	231,469	735	158	0.7
Leather	6.0	676	352,565	831	0	0
<b>All</b>	<b>\$43.7</b>	<b>11,797</b>	<b>1,093,068</b>	<b>2,866</b>	<b>7,297</b>	<b>\$3.2</b>

## **Horticulture**

In the horticulture sector, PRICE continued its activities in potato, eggplant, mango, dyke vegetable farming, summer vegetables, and vegetable seed production. Through its trainings and technical assistance to farmers, PRICE promoted the use of high quality inputs, compost fertilizers, and new pest management techniques to help farmers produce high quality yields. PRICE also encouraged better post-harvest handling practices and better market linkages by working with several SMEs, farmer associations, NGOs, and enterprises.

During this quarter, PRICE facilitated a total of 637 management or technology training sessions for 14,360 participants (3,193 female) and 126 workforce development trainings for 1,300 individuals. Additionally, 40 refresher trainings were held for a total of 4,610 individuals. PRICE's horticulture partners increased their sales this quarter by \$34.82 million and investment increased by \$509,035. A total of 10,215 jobs were created in this sector.

## **Aquaculture**

PRICE continued working with its partners in the southwest region to address constraints that hamper productivity in the aquaculture sector. PRICE facilitated technical trainings including farmer counseling, method and result demonstrations, and hands-on learning opportunities with farming associations to promote eco-friendly and improved aquaculture practices. PRICE also encouraged beneficiaries to use quality inputs and integrated farming technologies to sustain higher stocking densities, maximize biomass production, promote value addition, and avoid business risks.

The PRICE aquaculture team facilitated a total of 136 trainings on management or technology for 5,360 participants, including 1,950 women. In addition, 83 refresher trainings for 3,320 participants were completed and 22 focus group discussions held with 735 participants. In part due to PRICE's interventions, PRICE's aquaculture partners were able to increase their sales by \$2.86 million and created 906 new jobs across this sector this quarter. Partners also increased their investment by \$231,469.

## **Leather Products**

This quarter, the PRICE leather products sector continued its support for SME development and workforce development through technical and managerial skills development trainings for SMEs, workers, and floor-level supervisors. PRICE facilitated 13 workforce development training programs for 831 participants and one training session on labor compliance for 25 participants. In addition, 164 individuals were trained on management or technologies. PRICE's partners generated additional sales of \$6 million, created 676 new jobs in the sector, and increased their investments by \$352,564.



## SECTION I: HORTICULTURE

### OVERVIEW

The April-June period is the high summer growing season in Bangladesh. During this quarter, fruit production, particularly mango, was very productive across the country and farmers fetched good prices. Onion and chili farmers had bumper yields and market prices were also quite high. This year, potato has been grown on 466,000 ha throughout Bangladesh and total potato production was about 8.0-8.5 million tons, which is about one million tons more than last year.

During the current quarter, PRICE supported more than 20,000 farmers through its partner associations, NGOs, and enterprises. Activities included training on mango orchard management, harvest, and post-harvest handling, vegetable seed production technology, and safe compost use for vegetables. PRICE also worked to organize inputs and credit for summer crops, host farmer field schools and exposure visits, and strengthen market linkages.

PRICE assisted horticulture partners across the north and southern part of Bangladesh increased their sales by \$ 34.8 million. Chesta Agro Enterprise-Farmers contributed is the highest -one of the most potential partners in FtF region, contributed \$ 8.4 million, Shushilon-Watermelon Farmers \$ 5.9

respectively and then Kansat Mango Farmer Multipurpose Co-operative Society Limited is \$ 5.3. Additionally, this increased sale created a total of 10,215 full-time equivalent jobs (out of it 1,818 were women) where as Kansat Mango Farmer Multipurpose Co-operative Society Limited contributed about 3,167 full-time equivalent jobs. A total of 14,360 (22 percent women) individuals received training and In increased investment is \$ 509 thousand, Renaissance Vegetable Farmers alone generated some amount of \$ 114 thousand -helped to gain an additional investment by Shushilon-Watermelon Farmers \$ 89 thousand in this time frame

#### Achievements in Horticulture during April -June'13

<i>Sales increased</i>	\$34.82 million
<i>New jobs</i>	10,215
<i>Investment increased</i>	\$ 509,035
<i>Individual received training</i>	14,360
<i>Persons trained in workforce development</i>	1,300
<i>Farmers received access to loan</i>	7,003

### A. POTATO

During this reporting period, PRICE supported seed and table potato enterprises and farmers continued to store recently harvested potatoes in cold storage and monitor stored potatoes both at home-based stores and cold stores regularly to ensure that quality is maintained. Most of the potato grown during winter is sold fresh during first three months after harvest, which constitutes more than two-thirds of the total production. The

rest are either consumed by the farmer or stored in the cold storage to supply the market until the next harvest. In June, some farmers started selling a portion of their stored potato. Fortunately, this year's bumper harvest did not decrease market prices and most of the PRICE beneficiary farmers received good prices for their high-quality produce, in part due to the training they received on harvesting and post-harvest handling. Further, during this period, potato wholesale prices remained quite stable, around \$128-130 per MT of good quality potato. PRICE supported seed-producing enterprises and contract farmers have segregated different categories of seeds in cold storage to prevent contamination, thereby ensuring better quality for next years' crop.

PRICE continued to strengthen the potato value chain through various efforts. First PRICE worked to facilitate linkages with wholesalers for better market access of table potato. During the quarter, PRICE facilitated access to cold storage for seed and table potato growers for farmers and enterprises by connecting them with reputable cold storage facilities for long-term storage. Konica Seed Company was able to store 1,345/MT of breeder, foundation, and certified seeds along with 1,815/MT of table potato at B&T Cold Storage in Jhenaidaha. Hands-on training was also provided to the foremen and cold storage handlers on quality control measures, particularly maintenance of proper temperature and humidity, stacking, and discharging of carbon dioxide gas on a regular interval. Bi-monthly inspection of stored potato and rearranging potato stacks was also completed to ensure quality.

## **B. Eggplant**

Eggplant is one of most important vegetables grown in southern Bangladesh, where it grows both in winter and summer. It provides a regular cash flow to small farmers for a longer period than any other crop and has a great market demand as fresh produce. This year, summer eggplant wholesale price was approximately \$285/MT, which reached \$320/MT in June. However, the farm gate price received by PRICE's beneficiary farmers was much higher than the wholesale price, around \$325/MT due to the higher quality eggplant produced.

PRICE assisted its partner organizations to provide technical support to eggplant farmers on production, access to credit and inputs (particularly access to good seeds), raising good seedlings, control of pest and diseases, and establishing market linkages. Several farmer field schools were also organized to help give farmers the knowledge and skills to be able to solve their production problems independently in the future.

### **B1. Assisting Eggplant Farmers to Increase Productivity**

Eggplants are prone to several diseases, particularly in a warm and humid summer. Farmers face many disease and pest issues that ultimately effect yield and increases costs of production. To address these problems, PRICE supported several partner organizations to train farmers in Jessore, Magura, Khulna, and Faridpur districts on production and post-production technologies.

During this quarter, PRICE collaborated with Dipti Agro Enterprise (DAE), a local NGO in Jessore, to organize training sessions for farmers on integrated eggplant cultivation technology. Jagoroni Agro Industries (JAI) also organized and trained 390 eggplant farmers in Khulna. The trainings focused on the cultivation of recently released high-yielding hybrid varieties, seed bed preparation, soil sterilization, main field preparation, shallow plough techniques. Trainings also discussed transplanting, the use of compost and balanced doses of fertilizers, the application of boron and phosphate with other micronutrients at the pre-flowering stage to enhance flower initiation, as well as how to minimize flower dropping and improve fruit quality. Participants received practical trainings on insect and disease management, including integrated pest management.

Society Development Committee (SDC) organized 24 training events on summer eggplant cultivation technology programs for a total of 720 eggplant farmers in Faridpur. In addition, training was provided on recent advancements in control of fruit and shoot borer using tricho-grama and bracon inhibitors as a biological control measure for control of egg and larvae.

After the training, technical staff of PRICE and field staff of the partner organizations jointly provided regular advice and support to farmers on various production problems. Through PRICE's technical support on the use of better seeds and improved cultivation, farmers were able to achieve approximately 35 percent more yield on average than last year.

**Table 3: Eggplant farmer training (April-June, 2013)**

Organization	Number of Farmers	Number of Trainings	Areas
Jagoroni Agro Enterprise	390 (359 M; 31 F)	13	Kathaltala, Borotia, Atlira, Varti of Dumria Upazilla, Khulna
Society Development Committee	720 (610 M; 110 F)	24	Sadarpur and Faridpur Upazilla, Faridpur
Polly Prokrity	210 (162 M; 48 F)	7	Malondo, Rajgobindapara of Magura Sadar
Proshikhito Jubo Kallyan	60 (59 M); 1 F)	2	Jhonjhonia, Mnohorpur of Kaligonj Upazila
Dipti Agro Enterprise	270 (254 M; 16 F)	9	Jhikorgacha and Monirampur area, Jessore
<b>Total</b>	<b>1650 (1444 M; 206 F)</b>	<b>55</b>	

## **B2. Facilitating Farmers' Field Schools**

PRICE uses a form of participatory learning approach for its farmer field schools in order to effectively disseminate information on new technologies. In the modified approach, farmer field schools are conducted repeatedly with the same group of farmers in a specific field at five to six critical periods of crop growth, rather than throughout the season, which help to keep costs down.

During the quarter, PRICE conducted several farmer field schools for eggplant farmers with the assistance of its partner organizations. Pride Agro Enterprise (PAE) organized

28 farmer field schools for 884 eggplant farmers. DAE organized 12 FFS for 300 eggplant farmers in Jessore. In these sessions, farmers observed seed bed preparation, seedling raising, transplantation, plant nutrition, application of fertilizers and compost, irrigation, soil moisture content measurement, identification and control of insects and pests, harvesting and post-harvest handling techniques. Each farmer field school was conducted every 15 days for three months.



Farmer Field School for eggplant farmers by Pride Agro Enterprise in Jessore.

### **B3. Workforce Training**

A skilled workforce is indispensable for efficient production and post-harvest handling operations of important cash crops like eggplant. While farm workers in Bangladesh play a vital role in sowing, planting, spraying, harvesting, sorting, and packing, many lack basic agricultural knowledge and have had few opportunities for training in the extension service system.

PRICE has emphasized worker skills development to increase production system efficiencies. During this quarter, PAE trained 300 workers in Jessore on production and post-production management skills of eggplant. Workers were given theoretical and hands-on training on seed and soil treatment, identification and handling of fungicides, seed bed preparation and sowing of seeds, protecting young seedlings, and covering seedbed with nets. Additionally, they learned about transplanting, minimum tillage, use of compost and top dressing, proper spraying, identification of major pests and diseases, establishment of pheromone traps, parching, maturity of fruits, harvesting, collecting, sorting, and packing.

### **B4. Demonstrations of New Eggplant Variety**

Eggplant farmers in southern Bangladesh are proud of their local landraces; farmers maintain the belief that their traditional variety is the best and reject modern varieties, despite decreasing yields caused by genetic degeneration and a high level of localized pests and diseases, which in turn require the use of a high level of costly chemicals.

PRICE has been advocating the adoption of modern, high yielding varieties, which also confer pest resistance and have high market demand. To promote new varieties, PRICE, in collaboration with Lalteer Seeds and several partner organizations, established demonstration plots of a new hybrid eggplant in and around Jessore. PAE established two demonstration plots with Parthib, a high yielding, fruit and shoot borer-resistant summer eggplant. Planted in early April, the demonstration farmer has already harvested 50 kg from his small plots and is expected to get more than 2000 kg, compared to an average 1200-1500 kg for local varieties. The farmer applied clean cultivation practices along with use of pheromone traps and compost. DAE also established three demonstration plots in April; the crops are in the early fruiting stage but harvesting has

started in one of the plots. Market price of the new variety was found to be quite high, around \$324/MT, compared to \$200-250/MT for other local varieties.

Demonstration farmers were very impressed by the good yield and expressed that they will adopt the new variety. They further reported that the new variety is less expensive to grow and gives a higher yield and selling price. Other organizations, Polly Prokrity (PP), Proshkihito Jubo Kallyan Agro Enterprise (PJKA), and SDC also established several demo plots in Magura, Faridpur and Jessore with the same variety.

## **C. MANGO**

This year, mango production was very good with an excellent bloom, profuse flowering, and good fruit setting. Nevertheless, the mango hopper caused havoc in some southern areas where farmers did not adopt appropriate control measures. In other areas, most of the farmers got a bumper harvest and high price. Overall production is expected to be around one million MT. One early variety, Gopalbhog, hit the market in May with a price of \$584/MT and the Himsagar variety fetched as much as \$770/MT. Market prices are expected remain high throughout Ramadan.

During this quarter, PRICE continued its assistance to mango farmers through field-based technical service, facilitated access to credit and chemicals, trainings on better orchard management, pest control techniques, harvesting, and safe and appropriate post-harvest handling methods. As a result, trained farmers enjoyed higher yield and better quality fruits compared to other mango farmers, particularly in the south where many mango farmers suffered due to widespread insect attack.

### **C1. Training for Mango Farmers**

During this reporting period, PRICE continued to support several partners in organizing trainings for mango farmers in Jhenaidaha, Jessore, Meherpur and Nawabganj.

- Chesta Agro Enterprise (CAE) arranged training on orchard management and harvest and post-harvest handling for 1,500 newly organized mango farmers and 600 existing farmers in Jhenidaha.
- Rural Reconstruction Foundation (RRF) organized training for 810 farmers in Jessore on harvest and post-harvest handling of mango.
- Adarsha Foundation Agro Enterprise (AFAE) organized trainings for 2,100 mango farmers in Chuadanga on mango orchard management and post-harvest handling, of which 750 farmers received refresher training.
- Kansat Mango Farmers Multipurpose Cooperative Society, Ltd (KMFMCS) organized 42 trainings events for 1,000 new member and 670 existing farmers from Nawabganj.
- Bonolota Multipurpose Cooperative Association Ltd. (BMCA), organized trainings for 1,600 mango farmers of Nawabganj, of which 1,000 were new farmers.

The trainings covered mango orchard floor maintenance, orchard floor cleaning and tilling, irrigation and application of compost and fertilizer, control of plant hopper and other insects, symptoms and control measure of anthracnose, use of fungicides and pesticides for fruiting plants. Trainees learned about the use of a harvester, washing and cleaning, hot and cold water treatment after harvest, how to avoid the use of ripening agents like carbide, sorting, grading, and the use of crates for packing and long distance transportation. Farmers were also given practical demonstrations of a mango harvester, harvesting mango with stalks, and de-sapping. As a result of training and technical support, most of PRICE-supported farmers were able to control damage by plant hoppers and enjoyed a high yield.

## **C2. Training for Mango Wholesalers on Post-harvest Handling**



Mango farmers training by Kansat  
Mango Farmers Multipurpose  
Cooperative Societv Ltd

PRICE assisted AFAE and CAE in organizing training on proper handling, grading, packaging, and transportation for 120 mango wholesalers at Kotchandpur and Darshana mango market in Jhenaidaha and Chuadanga districts. Kotchandpur Am Bazar is the specialized mango wholesale market of the district is one of largest mango wholesale points of the south.

Through the training, wholesalers learned about the proper handling of mangoes, which is important in preventing damage while weighing and handling. Wholesalers were also trained on proper grading, cleaning, separation of ripe mango from the green mature one to avoid rotting and quick ripening, and the use of plastic crates (instead of bamboo baskets) for long distance transportation.

## **C3.Supporting Skill Development of Workforce**

Fresh produce like mango, have a wide range of varieties and maturities, needs skillful handling techniques because unfortunately spoilage and loss is common due to inadequate knowledge by mango handlers. No organized training has ever been conducted for them.

During the current season, PRICE assisted its two partner enterprises, AFAE and CAE to organize training for 300 mango handlers at Chudanga and Jhenaidaha. They were trained mainly on maturity stages of different varieties of mango, harvesting, de-saping, cleaning, sorting, grading, transporting from field to packing station, packing according to sizes and maturity, and loading.



#### **C4. Marketing Carbide-free, Garden-fresh Mango**

CAE organized fresh mango sales directly to Dhaka super shops such as Agora, Shopno, and Meena Bazaar. The enterprise sold 84/MT of Amrapali, Mollika, Himsagar and Langra varieties from Jhenaidaha at a premium price. They also sold 25/MT to other outlets in Dhaka. AFAE marketed 95/MT of premium quality mango, particularly Amrapali, a specialty mid-season mango to Kalabgan and Motijheel mango markets in Dhaka. Both the enterprises have extended their market linkages to Barisal and Khulna.

BMPSC continued its marketing operation this quarter through courier services to different outlets on the basis of cash order. This year, the association started using reusable 10 kg-capacity crates instead of bigger-sized crates as smaller packs were found to be in demand for small shops and individual consumers. This innovative marketing approach significantly reduced post-harvest losses and made it easier for consumers to order and receive garden fresh ripe mango within a day. The association has already successfully marketed 1,268 kg of mangoes. For the future, the limited availability of small crates in the market was found to be a major constraint.

### **D. VEGETABLE**

#### **D1.1. Vegetable Production in the Dykes of the South**

During this period, PRICE continued to support several thousand small-holder farmers in Khulna and Bagerhat through three partner enterprises: EFADF Agro Business (EFADF), Renaissance, and Seba Manob Kallyan Kendra Enterprise (SMKKE).

During this quarter, EFADF organized farmer trainings on production and post-harvest handling of safe vegetables for 1,100 male and female farmers in Bagerhat as well as trainings on planting, spraying, harvesting, and post-harvest handling for 210 field workers. EFADF helped to ensure the supply of high quality summer vegetable seeds by working with Lalteer Seed Company and Advanced Chemical Industries (ACI) to supply seed to 575 contracted farmers, worth \$9,819. The enterprise also supported farmers in land preparation for cultivating summer vegetables and supplied compost to 2,320 farmers for vegetable production. In addition, EFADF established eight demonstration plots with new varieties of eggplant, ridge gourd and bottle gourd in the dyke to showcase performance of new varieties to the farmers. The enterprise organized group meetings involving 1,950 vegetable farmers where technical discussion was held on production, post-harvest, and marketing related issues. PRICE technical staff led discussions and provided hands-on training on good agriculture practices, especially intercultural operation and post-harvest handling involving 1,580 vegetable farmers. As a result of these interventions, per acre production increased to 0.9/MT to 7/MT.

This quarter, PRICE also assisted Renaissance, a Bagerhat-based NGO, to provide technical support to its farmers by organizing 460 group meetings, which involved 9,350 vegetable farmers. The major focus of this season's discussion was the introduction of new varieties with high yielding attributes, increasing cropping intensity by adoption of

different planting techniques, and the adoption of safe and chemical-free crop production. Renaissance established 10 demonstration plots of cucumber, yard long bean, bitter gourd, and pumpkin in Bagerhat to promote new vegetables in the area. PRICE supported the organization to get good quality tricho and vermi-composts from north and use those in the dykes. Five hundred twenty farmers were also provided technical support and hands on training to prepare their own compost. Renaissance also organized supply of seed, fertilizer, pesticides, and credit to their farmers. The organization supplied inputs, including fertilizer and seeds, to 2,587 farmers by sourcing from reputed companies (mainly Lalteer and Syngenta).

SMKKE organized and trained 440 farmers to grow vegetables in the dyke, which they had traditionally usually left unused. The major focus of the training was selection of crops, preparations of trellis over the water bodies, spacing and sowing seeds, chemical free and safe cultivation approach, market demand and linkage. The organization conducted 124 group technical discussions as a follow-up to previous training attended by 2,000 farmers. Like Renaissance, SMKKE also established 10 demonstration plots with cucumber, bitter gourd, and yard long bean were also established in Bagerhat.

## **D1.2. Introduction of High Yielding, High Value Vegetables**

Last summer, PRICE supported two partner organizations, PAE and JAI in Jessore to train 510 farmers on summer tomato, including introducing two new high yielding varieties. A number of the trained farmers successfully produced the crop and made good profit.

During this quarter, PRICE supported five enterprises to train vegetable farmers of Jessore and Faridpur on summer tomato production. Though profitable, growing summer tomato is difficult due to the hot and humid climate, heavy rainfall, and prevalence of high disease. PRICE field consultants gave regular technical advice mainly on disease, crop management, proper use of hormone “tomatotone” for flower initiation, drainage, irrigation, preparation and maintenance of shade, and pruning.

- JAI trained 60 farmers in Jessore and established three demo shades to teach farmers the use and construction of shades. The organization also followed up on the 180 farmers trained in the previous quarter who started their cultivation of summer tomato with the variety BARI-4.
- DAE trained 30 farmers in Jessore.
- SDC organized training for 60 farmers of Fardipur; among them, 35 farmers took initiative to start summer tomato and collected seed of BARI-4 and Godagori variety. Twenty two of these farmers have since established seed beds during late May and seedlings are now ready for transplanting.
- Farmers of PAE also have successfully expanded summer tomato in two new areas of Jessore.
- PRICE assisted EFADF to introduce BARI-4, Godagori and Summer King to plant in the dykes during summer. Seeds beds were prepared and planting of seedlings has been done.



- Besides summer tomato, EFADF and Renaissance introduced several new cucumber, bottle gourd and eggplant varieties suitable for dyke in Bagerhat and Khulna.

## **D2. Vermi and Tricho Compost**

PRICE has been supporting three enterprises to produce high quality vermi and tricho compost, raise awareness on the advantages of compost, and providing farmers the technical know-how on proper application methods and quantity for different crops. The following activities took place this quarter:

- Riya Fertilizer, a Sirajganj-based compost producing company, trained 510 farmers in Jessore. Farmers learned about the advantages of vermi and tricho compost, application method and time, availability, cost, and comparative advantage. The company also organized training for 30 Department of Agriculture sub-assistant agriculture officers, so extension agents can train and educate other farmers in their command area on the importance and use of composts for sustainable production.
- GKSS Grameen Krishok Shahayok Sangstha Enterprise (GKSSE) organized farmer refresher training at Bogra, for 300 vegetable farmers. In Chuadanga, Bio-Tech Agro Complex (BAC) organized trainings on the use and advantages of compost in vegetable crops for 960 male and female vegetable farmers.
- Riya Fertilizer established 100 demonstrations in Jessore on the effects of organic fertilizer on cucumber, okra, yard long bean, pointed gourd, green chili, and eggplant. During this period, more than a thousand enthusiastic neighborhood farmers visited the demonstrations to observe the effect of vermi and tricho compost on crop growth. Biotech established 16 demonstrations in Meherpur, while GKSSE established four in Bogra.

## **D3. Vegetable Seeds**

PRICE-assisted Padma Seed Company Limited organized training for 1,980 new contract farmers of Jessore, Chudanga and Jhenaidaha on production technology of 15 different types of summer vegetables. Farmers learned improved technology of vegetable seed production, importance of breeder and foundation seeds, maintaining isolation distance, pit preparation, use of compost and balanced doses of fertilizer, land preparation, plant spacing, sowing techniques, irrigation schedule, pest and disease management, weeding and rouging of off-types, harvesting, seed separation techniques, drying, cleaning, winnowing, and packing.

Padma provided certified seeds of 13 newly introduced Indian varieties and four Bangladeshi varieties from the Bangladesh Agriculture Development Corporation (BADC) to the farmers at a pre-fixed price for the production of seeds. In addition, PRICE field consultants provided technical assistance to the seed farmers. Padma also organized training for 1,800 vegetable farmers of Jessore and Jhenaidaha, the company's main seed clientele. The company also established 30 seed demonstration plots of newly

introduced high yielding varieties of okra, bitter gourd, ridge gourd, eggplant, red amaranth, bottle gourd and sweet gourd in Jessore. These demonstrations have created new interest among farmers.

#### **D4. Facilitating Market Linkages**

Despite the growing domestic demand for fresh horticulture products, weak infrastructure and transportation, poor packaging, intermediaries, lack of real-time information, small quantities produced, and a lack of group marketing to achieve economies of scale are some obstacles which prevent farmers from getting better prices for their produce. To address some of these barriers, PRICE helps its partner enterprises to buy products from the farmers and sell them directly to super shops, retailers and wholesalers. PRICE also develops direct linkages with local wholesale agents to help farmers access markets easily and receive the fair market prices. Successes this quarter included the following:

- CAE purchased 205,596 kg of mango directly from their farmers' orchards and marketed those at several super shops such as Agora, Shopno, and Meena Bazar in Dhaka while AFAE procured 170,760 kg mango directly from the orchard, and marketed through its retail outlet and wholesale point. PAE procured 1,317,100 kg of eggplant, 159,250 kg of cucumber and 31,900 kg of onion from farmers and sold to its contracted wholesaler in Jessore.
- Since dyke farmers usually produce small quantities of vegetables and live far away from wholesale markets, EFADF helped to bridge this gap by procuring 1,452 MT of vegetables from the dyke farmers to sell in Dhaka, Khulna and Mongla markets through its agents, resulting in \$318,203 in revenue.
- Renaissance marketed roughly 82 MT of vegetables to markets in Dhaka, Fardipur, and Munshiganj and to some local wholesale agents, resulting in \$50,649 in revenue.
- BAC marketed 55,500 kg of compost in Munshiganj area of Meherpur through its 27 dealers, generating \$5,915 in revenue.
- GKSSE marketed 93,500 kg of vermi and tricho compost in one southern and eight northern districts through their 139 dealer network, generating \$19,785 in revenue.
- Riya Fertilizer marketed 220,000 kg of vermi and tricho compost through its 128 dealer network in four districts in the south and five districts of north, earning \$44,935 in revenue.

#### **D5. Access to Finance**

Since the beginning of the project, access to finance has become much easier for the PRICE-supported contract farmers and farmers in general due to direct linkages with micro-finance agencies operating in the area. This includes contracting seed companies like Konica and Padma and enterprises that have established in-house MF facilities. During this period, 3,178 male 3,961 female farmers received financial support from nine PRICE supported organizations.

- Renaissance provided \$253,246 to its 3,250 male and female dyke farmers through its captive micro-finance facility to support the procurement of inputs and other variable costs associated with growing summer crops in the dyke.
- RRF extended a credit facility of \$141,009 to 1,061 summer vegetable farmers.
- JAE provided \$668,727 worth of credit to their 1,652 vegetable farmers for production of summer vegetables.
- SMKKE provided crop-based seasonal micro-loans of \$22,987 to 177 male and female dyke crop farmers, mainly for purchasing, seeds, fertilizer, pesticide and hired labor in Bagerhat.

## SECTION II : AQUACULTURE

### Overview

Aquaculture activities in rural Bangladesh contribute to food security, family earnings, and opportunities for employment, supplying over 60 percent of animal protein demand in the country. Further, fish and fishery products are also a major contributor to the Bangladeshi economy at large; in FY 2011-12, these products brought in approximately \$600 million in export revenue. (Department of Fisheries, 2013).

The aquaculture sector in Bangladesh has been gradually replacing harvest-based fishing due to the decrease of natural production capacity. That, coupled with a scarcity of land suitable for fish farming, has led to vertical expansion of high-density farming in recent years.

During this quarter, PRICE completed most of its planned activities, focusing on USAID's "Feed the Future" priority areas in the southwest regions of Bangladesh. As in previous reporting periods, the project

facilitated technical trainings including counseling sessions with farmers, method and result demonstrations, and hands-on learning with members of fish farming associations. PRICE encouraged beneficiaries to use quality grade inputs and integrated farming technologies to sustain higher stocking densities, maximize production, invest in value addition, and apply better management practices.

#### Achievements in Aquaculture during Q3'13 (April – June '13)

<i>Sales increased</i>	\$2.86 million
<i>New jobs</i>	906
<i>Individuals received training</i>	5,360
<i>Investment increased</i>	\$ 231,469
<i>Persons trained in workforce development</i>	735
<i>Farmers received access to loan</i>	158

### A. FISH

This quarter PRICE worked with 24 private sector aquaculture partners, including 12 farming groups supported by non-government organizations (NGOs), six fish farming associations, a hatchery association, two nursery/farming groups, two input supply companies (feed miller and fish health products manufacturers) and one processing and exporting association.

The period from April–June is typically the main season for traditional, household-based aquaculture in Bangladesh. As such, PRICE placed a strong emphasis this quarter on carrying out training programs, hands-on demonstrations, and other business advisory assistance. Trainings for beneficiary farmers have mostly focused on improved farming practices, use of quality grade inputs, group collection of inputs, and group marketing.

PRICE also advanced its work to link farmers to quality seed-producing hatcheries, nurseries, processors, and input suppliers in order to strengthen the fish value chain. Additionally, PRICE and its partners worked to build the capacity of 5,360 fish farmers, traders, nursery operators, and aquaculture inputs sellers/dealers by providing training on improved fish farming technologies, post-harvest handling, and business management. Further, a total of 735 aquaculture workers received trainings on farming skills, cage culture, hygienic dry fish production, crab farming and fattening, hatchery, and nursery operation.

As a result of improved technical and managerial know-how, PRICE partners have benefited from additional sales of nearly \$2.86 million and generated about \$231,469 in new investments during this period. Furthermore, partners have seen the creation of over 906 jobs across the value chain.

### **A1. Upgrading of Farmers' Access to Quality Seed**

This quarter, PRICE worked with fifteen fish hatcheries through the Avoynagar Motsya-Hatchery Owners Association (AMOA), as well as three nursing and seed traders' associations, to ensure the use of quality fish fries in nurseries and quality fingerling sales by traders. PRICE worked to link partner farming groups with hatcheries through seed trading associations and hatchery-registered fry (baby fish) traders. PRICE's previous efforts to link hatcheries to different sources of brood (parent fish) suppliers through collection points and exchange programs, has helped AMOA to maintain diverse genetic lines in their fish seed. These efforts help to lower the risk of potential genetic defects that could result in a decline in biomass production efficiencies.

PRICE works to promote a smooth, year-round supply of quality fish seeds (fish fries and fingerlings) to farmers through proper the over-wintering techniques. In addition to selling fish seeds, PRICE also provides embedded technical services, which gives farmers the opportunity to learn directly from the trained seed sellers. PRICE-partnered hatcheries also host trainings for lead farmers on better fish farming, nursery operation, and quality fry production. This quarter, a total of 440 farmers attended training to help build their capacity to select quality seeds to increase yields.

### **A2. Training Programs on Productivity Development**

Between April and June, the project facilitated trainings for 5,360 fish farmers and beneficiaries, including 1,950 women fish farmers, on improved fish farming and management practices (see table 4). This program focused on improved farming based on commercial farming species (mono, mixed, and poly-culture) and integrated farming technologies. The project aided partners to jointly conduct diverse farming



Aquaculture farmer's training in Barishal

training sessions, which included improved, high-density, integrated, and semi-intensive culture systems, and good aquaculture practices. PRICE worked with farmers who are part of large and medium-sized commercial farming groups, farmers organized under farmers' associations, as well as farmers from marginal or small resource-poor families, who are supported by local NGOs. The training reflecting their different needs: NGO-associated farmers received trainings on integrated farming technologies whereas the association-based farming groups received customized training on commercial farming.

**Table 4: Number of beneficiaries trained by partner organization, disaggregated by gender**

SN	Name of Partner Organization	Types of Training	# Participants		
			Total	Male	Female
1	Digerkanda Matsya Babsie Kollan Bohumukhi Samoby Somity	Improved fish farming, nursery management & farming management	120	120	0
2	Society For Sustainable Development For the Rural & Urban area (SSURD)	High density fish farming & management	160	135	25
3	Agricultural Advisory Society (AAS)	Improved fish farming & carp fattening management	120	105	15
4	Trinamool Krishi Unnyan Samoby Somity (TKUS)	Improved fish farming & management	120	81	39
5	Nazrul Smrity Sansgsad (NSS)	Improved fish farming & management	280	150	130
6	Rakahaine Development Foundation (RDF)	Improved fish farming & management	360	104	256
7	Mulia Matsyajibi Samoby Somity (MMS)	Improved fish farming & post-harvest management	160	58	102
8	Avoy nagor Matsya Hatchery Owners' Association (AMOA)	Improved fish farming & brood fish mgmt.	440	377	63
9	Kahaloo Matsya Chashi samoby Somity (KMCSS)	Intensive fish farming & nursery management	200	187	13
10	Barisal Aquaculture Development Society (BADs)	Improved fish farming & management ( Includes cage farming)	280	203	77
11	Centre for Integrated Social Development(CISD)	Improved fish farming & management	400	246	154
12	Gondamari Matsyajibi Samoby Somity (GMSS)	Improved fish farming & post-harvest management	200	0	200
13	Chittra Unnyan Kendro (CDC)	Improved fish farming & management	200	125	75
14	Shushilon	Crab farming, fattening & business management	560	245	315
15	Din Bijoy Enterprise (DBE)	Improved fish farming & post-harvest management	200	64	136
16	Chetona	Improved fish farming & management	120	101	19
17	Jubo Academy Satkhira (JAS)	Improve fish farming & crab fattening & management	200	134	66
18	Welfare Efforts ( WE)	Improved fish farming & management	280	255	25
19	Adrsaha Matsya Chashi Kollyan Somity (AMKS)	Improved fish farming & nursing management	160	116	44
20	Sustainable People's Initiative Economic Development (SPIED)	Improved fish farming & management	360	164	196
21	Eskayef Bangladesh Ltd. (EBL)	Improved fish farming & management, disease management and judicious use of fish health products	280	280	0
22	SMS Feeds Ltd (SMS)	Improved fish farming & management feed quality and feeding management	160	160	0
<b>Total</b>			<b>5360</b>	<b>3410</b>	<b>1950</b>
<b>Percentage by gender</b>				<b>64%</b>	<b>36%</b>



### A3. Scaling-up of Improved Farming Practices through Follow-up Training

This quarter, PRICE supported follow-up group trainings for 3,320 fish farmers. These programs focused on customized and advanced fish farming technology focused on commercial farming species, including mono, mixed, and poly-culture. The refresher training focused to fine-tune the standard methodologies on high-density, semi-intensive culture systems crop rotations, integrated farming techniques, post-harvest handlings and overall good aquaculture practices.

Most of these trainings were followed by hands-on demonstrations and lesson learning sessions. Group organizers provided one-on-one counseling in order to identify and offer customized advice to support those members in each stakeholder group that needed help the most.

### A4. Aquaculture Best Practices Demonstrations

In this quarter, a total of 84 method and result demonstration ponds were organized jointly with beneficiary farmers covering 12 districts with small ponds ranging from 40-50 decimals. These plots demonstrated the effects of using recommended doses of input materials, such as lime, fertilizer, seeds, feeds, and medicines, as well as sampling procedures to monitor water quality, feed intake, diseases status, and growth performances in cultivation. While establishing the demonstration ponds, owners and local beneficiary farmers were provided technical advice.



Demonstration pond on aquaculture best practice at Bhola.

These field demonstrations were guided by relevant aquaculture experts, monitored by association group organizers, and implemented by the respective owner of the pond. Some demonstrations attracted neighboring farmers who were not originally included in the training but who now are interested in learning the effect of best practices.

### A5. Commercial Aquaculture Expansion in the Southwest Region

Commercial fish farming in Bangladesh has flourished in some areas notably in Mymensingh, Bogra, and Jessore regions. Based on past experience working in these regions, PRICE expanded its commercial farming initiative to areas in the southwest. PRICE has completed most of its advanced training on intensive farming and built linkages with quality inputs suppliers for a total of 1,100 medium and large scale farmers under Trinamool Manobik Unnyan Sangstha (TMUS), Society for Sustainable Development for the Rural & Urban Area (SSURD), Barisal Aquaculture Development Society (BADs), Nazrul Smrity Sangsad (NSS), Nazrul Smrity Sangsad (AAS) and AMOA. These farmers had recently added high yielding fish species (pangus, monosex tilapia, climbing perch) to their traditional or improved fish farming practices



## **A6. Promoting Sustainable and Integrated Farming Practices**

The coastal zone in southwest Bangladesh is naturally vulnerable to the effects of climate change. Farmers can support efforts to utilize natural resources more efficiently by integrating aquaculture with other farming approaches, such as cage farming or fish farming in rice fields. Additionally, farmers can make their production more sustainable by avoiding disease risks through crop rotation, as growing a variety of crops can help to reduce the number of disease agents and carriers.

During the reporting period, PRICE supported the training of approximately 940 fish farmers in the southwest coastal regions on crop rotation and integrated farming technologies (fish culture on rice farms, dyke plantations, and farming in cages). PRICE also facilitated informal group trainings (on derelict pond preparation and household gardening) for 240 small pond owners via farmer field schools conducted by respective group organizers and voluntary lead farmers of PRICE partner associations.

## **A7. Crab Fattening in the Southwest**

The effects of climate change also present a significant challenge for food security of households in the low-lying region of southwest Bangladesh. As a diversified crop in the high salinity-zone, crab farming and fattening can be a good option both for improving a family's nutrition as well as their income in some coastal regions. PRICE promotes raising crab on farms as a sustainable option to wild crab harvesting, which can be harmful to natural ecosystems. In the last year, a group of farmers in Satkhira regions initiated crab farming and fattening as a new business venture in the climate-induced high saline region. PRICE provided technical trainings (on standard pen preparation and fixation, stocking, feeding, harvest and post-harvest management) for about 720 crab cultivators this quarter.

## **A8. Training for Embedded Services by Feed Manufacturers, Fish Health Product Suppliers and Fish Seed Traders**

PRICE supported feed millers and fish health product suppliers this quarter by facilitating trainings for 440 dealers/sub-dealers and inputs traders. This included discussions on improved fish farming, post-harvest techniques, and marketing. PRICE also expanded refresher training programs for 280 fish seed traders on the basics of live fry and fingerling carrying, natural productivity in farm water, initial feeding, and good nursing as well as on safe transportation.

PRICE jointly with Digerkanda Matsya Pona Babsie Bohumukhui Samoby Somity (DMBBS) arranged training programs for 120 fish seed traders, on responsible transportation and embedded services. PRICE provided each member traders with an operational manual for fish seed nursing and trading business. In addition, Ekayef Bangladesh Ltd (EBL) and SMS Feeds Ltd (SMS), which have marketing networks throughout the country, trained a total of 440 dealers, agents and lead farmers to convey messages on improved fish and shellfish farming while selling inputs.

## **A9. Initiatives on Food Safety, Awareness Creation, Compliances in Fish Processing**



Awareness raising workshop by BFFEA

In this quarter, PRICE and Bangladesh Frozen Foods Exporters Association (BFFEA) provided training and counseling as well as held workshops to raise awareness on food safety and social compliance, two critical issues for international consumers. BFFEA organized three aquaculture food safety awareness building workshops in Khulna and Satkhira which were attended by approximately 250 participants including hatchery workers, traders, farmers, government officials and civil society representatives.

In addition, six PRICE-partner processing plants organized trainings that covered food safety and social compliance. These included management trainings for 120 office and factory staff members and workforce development training for 55 factory workers and technicians. Trainings focused on the bio-security measures required in processing operations, personal hygiene, hazard analysis and critical control points, standard operating procedure, standard sanitation and operating procedure, good manufacturing practices, and value-added product development.

## **A10. Farmers' Backward and Forward Linkages Strengthened**

PRICE continued to link partner hatcheries, feed millers, fish health product sellers, and fish farmer associations to ensure the provision of quality inputs, fries, fingerlings, medicines, and feeds at a reasonable price. Collective buying helped groups to receive short-duration credit as well as discounts from suppliers. Some farming associations collectively purchased and nursed the fry/fingerling to distribute among the group members. In doing so, they helped decreased production costs while ensuring higher quality inputs. Jointly with BFFEA, PRICE also helped strengthen intermediary fish value chains actors to promote quality raw material through workshops, business meetings, the distribution of posters and leaflets.

After receiving PRICE's business management training, farmers in some regions initiated group harvesting and marketing where farm units are small. They also synchronize harvesting when the aggregated farm size is large and yield is high to ensure good prices. Good harvests encouraged the group procurement of ice, storage, and transport to the wholesale market. The large farmers with highly commercial species are able to coordinate themselves to fix harvest dates and amounts destined for a particular market, resulting in increased bargaining power.

## **B. CROSS-CUTTING AREAS**

### **B1. Increasing Small Farmers' Access to Micro-credit**

Access to credit is difficult in the aquaculture sector because most fish ponds are lease-based or small water holdings often with multi-ownership of the land. Small farmers often lack resources that would be suitable for collateral in order to pursue traditional bank loans. Further, the weekly repayment system of micro-credit loans is not suitable for fish farmers as fish production is season based and their ability to pay back loans comes only after the harvest. Therefore, PRICE assisted beneficiary farmers to obtain loans from other micro-credit sources with the modification of seasonal repayment arrangements. This quarter, PRICE facilitated the receipt of micro-credit loans ranging from \$65-\$520 for 158 small farmers, including 78 women farmers from two local NGOs, Nazrul Smity Sangsad (NSS) and Shushilan.

In addition, PRICE helped build linkages between medium-scale commercial fish farms, such as fish hatchery, production farms, processing plants, and financial institutions to facilitate access to formal finance. To support this effort PRICE held group meetings and coaching sessions to help these fish farms prepare bankable business plans.

### **B3. Commercial Private Service Provision in Aquaculture**

With the lesson learned from PRICE's subcontract Greater Harvest and Economic Return from Shrimp (GHERS), implemented by WorldFish, PRICE has promoted rural technical service provision for rural fish farmers.

PRICE partner, Juba Academy Satkhira (JAS), has completed an intensive training course for 60 unemployed youth, who were selected based on their educational eligibility and interest, to become local aquaculture service providers. This intensive training course focused on improved and advanced farming technologies and included hands-on demonstration, water and soil testing, and aquaculture farm advisory service skills as well as relevant theoretical and business knowledge. Many of the graduates of this training have already started to provide aquaculture technical services for medium sized farmers on a fee basis. This private service provision is expected to continue and expand in these areas even after the project duration.

### **B4. Study on Family-level Fish Intake as a Major Nutrition Source**

In order to understand the extent to which fish farming contributes to family level income and nutrition, PRICE supported a survey-based study in this quarter. The study indicates that the family income of PRICE beneficiary farming families has increased from 25 percent to 40 percent over the last five years, especially after farming improvements were made. It was also reported that small farmers with small water bodies usually practice improved traditional farming whereas relatively larger farmers moved from improved traditional to relatively high density farming, such as commercial aquaculture, with better yields.

In the study, it was found that consumption of fish as the major source of animal protein by PRICE beneficiary family members, among various income groups, varied from 31.5 to 42.5 kg/person/year(86 to 116 gm per person per day). This equates to almost 54 to 107 percent higher than the national standards, which was 56 gm/person/day in 2011. Further, the survey revealed that 96 percent fish farming families have increased consumption of other types of animal protein, such as egg, poultry, and meat, by 12 to 77 percent over the last three years. This is connected to the increased household income from improved fish farming and businesses.



Focus group discussion for study on family-level fish intake as a major nutrition

## SECTION III: LEATHER PRODUCTS

### Overview

Despite the recent political instability in Bangladesh, the leather sector has shown considerable growth in this quarter. This growth, approximately a 30 percent increase in exports in FY2012/13, is comparable with the previous year's growth. The leather sector exceeded the Government of Bangladesh's (GOB) overall FY2012/13<sup>1</sup> export target (\$945 million) by approximately \$35 million. From April to June 2013 alone, the overseas sale of leather, leather goods, and footwear increased by 36 percent, 43 percent, and 44 percent, respectively, over the same period in the previous year. The leather sector contributed \$293 million to Bangladeshi exports. Of this, \$127 million came from the leather sub-sector, \$57 million from the leather products sub-sector, and \$100 million from the footwear sub-sector. The following table illustrates the leather sector's export performance in this past quarter.

**Table 5: leather sector's export performance in this quarter**

Products	Export Target for FY2012/13 (USD million)	Export Performance for FY2012/13 (USD million)	% Increase of Export Performance FY 2012/13 vs. FY 2011/12	Export Performance for Apr-Jun 2012/13 (USD million)	Export Performance Apr-Jun 2011/12 (USD million)	% Increase of Export Performance Apr-Jun 2012/13 vs. Apr-Jun 2011/12
Leather	400	399.73	-0.06	127.39	93.33	36.49
Leather products	135.45	161.62	19.32	57.37	40.1	43.07
Footwear	410.05	419.32	2.26	107.83	74.66	44.43
<b>Total</b>	<b>945.5</b>	<b>980.67</b>	<b>3.72</b>	<b>292.59</b>	<b>208.09</b>	<b>40.61</b>

Source: Export Promotion Bureau Bangladesh

### PRICE Leather Sector Activities and Achievements this Quarter

PRICE continued its support to small and medium enterprise (SME) development through managerial skills and technical skills development this quarter. PRICE provided technical assistance to develop the skills of workers and floor-level supervisors, thereby helping to increase productivity and minimize product rejection rates. PRICE also arranged training programs on workforce development and labor compliance with lead associations, including Leather Footwear Manufacturers' and Exporters' Association of Bangladesh (LFMEAB) and Leather Technologist Small Entrepreneurs (LTSE). In addition, PRICE successfully completed the publication of a product catalogue for LTSE as a part of its market access assistance and also helped to link these SMEs to financial institutions to improve their access to finance.

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<sup>1</sup> July 2012-June 2013

A total increase in sales of \$6 million was achieved among PRICE's leather partners this quarter, in part due to PRICE's various interventions. In addition, 676 new jobs were created, 831 workers

were trained through on-the-job training, 164 mid-level managers participated in soft skills training, and 25 floor level supervisors were trained on labor compliance.

#### Achievements in Leather Products during April -June '13

<i>Sales increased</i>	\$ 6 million
<i>New jobs</i>	676
<i>Investment increased</i>	\$ 352,564
<i>Persons trained in workforce development</i>	831

## A. ASSISTANCE TO SME DEVELOPMENT

### A1. Management and Technical Skills Program for SMEs

In the leather sector, SMEs tend to lack strong management practices and knowledge of improved technology. To address this constraint, PRICE facilitated a series of trainings on managerial and technical skills development for the leadership of all 33 LTSE members. The objectives of these programs are to enhance entrepreneurship skills and to improve business practices.

These trainings discussed merchandizing, the preparation of standard costing and bankable business proposals, and understanding value-added tax (VAT) and tax practices. They also covered production planning and maintaining quality control at each step of the production process, as well as enhancing leadership skills and staff motivation. PRICE invited key leaders from large leather firms, such as Apex-Adelchi Footwear Limited and Bata-Bangladesh, to participate in these sessions, share real life experiences, and advise the SMEs on how to become more competitive.



EBL representatives visit a LTSE factory to explore financing possibilities.

### A2. Link SMEs with Financial Institutes

A common issue for leather sector SMEs in Bangladesh is the lack of dynamic production schedules and access to finance. Leather SMEs may be flooded with orders some parts of the year, such as holiday seasons like Eid-ul-Fitr, but struggle to respond due to limited resources. Without access to increased financing options, SMEs may not be able to take advantage of the potential sales during these peak seasons. PRICE works to address this constraint by facilitating meetings between leather SMEs and financial institutions to promote new opportunities for financing.

This quarter PRICE organized two meetings between its partner, LTSE, and two local financial institutions, IDLC and Eastern Bank Limited (EBL). In a meeting with IDLC



representatives, which included a factory visit to help orient them to LTSE's work, LTSE members expressed their need for finance. IDLC presented their existing products, and as a result of this meeting, IDLC announced their intention to develop a new product for leather sector finance.

Additionally, PRICE facilitated discussions between LTSE and EBL to discuss potential financing options. Due to the success of its earlier product "EBL-UDROY," which offered single digit loans to leather SMEs producing for Aarong, Eastern Bank Limited (EBL) and the SME Foundation are interested in financing others in the leather sector. EBL representatives visited two LTSE members' factories to gauge their production capacity. PRICE also submitted the profiles of the sector members to EBL and SME Foundation for review. PRICE will follow up on both of these opportunities in the next quarter.

## **B. ASSISTANCE IN WORKFORCE DEVELOPMENT**

### **B.1. Soft and Technical Skills Development Programs at the Center for Excellence for Leather Skill Bangladesh Ltd. (COEL)**

PRICE has worked with the Center for Excellence for Leather Skill Bangladesh Ltd. (COEL) to include skills in its training program, including such topics as leadership, supervisory skills, team building, communications, and interpersonal skills, along with technical trainings on sewing, cutting, and lasting. This quarter, 164 mid-level managers from several LFMEAB member companies attended these courses. PRICE also provided training of trainers for 30 trainees who were then assigned to different factories to conduct training.



Skills development sessions during skills development training at PICARD.

In order to address the lack of skilled machine maintenance experts in the leather products sector, PRICE and COEL initiated training for 30 new machine operators to be conducted by various industry experts and engineers. Successful graduates of the training will be placed in jobs within the industry, particularly with footwear manufacturers. The course agenda includes topics such as general English and math concepts, occupational safety and health, use and maintenance of electrical and mechanical

instruments, and an introduction to electronic and hydraulic systems.

In this quarter, PRICE also initiated a training program for 50 new factory floor supervisors at COEL, which provides an overview of the leather goods and footwear industries. The training aims to develop technical skills in embossing and stamping operations, table work, hand and machine leather cutting, material identification, machine sewing, hand lasting, and chemical finishing applications. In addition, the training provided skill development such as supervising operations, providing quality customer

service, leadership, team effectiveness, managing effective workplace relationships, risk management, and workplace safety.

## **B2. PRICE Intervention in Skill Development at PICARD Bangladesh Ltd.**

This quarter, PRICE continued its skills development training program for newly recruited workers at PICARD. Of the 161 trainees that enrolled in the two-month training program, 152 joined PICARD as full-time employees after the successful completion of the on-the-job training.

During this period, PRICE also arranged supervisory skills development program for 25 existing supervisors of PICARD. The course covered quality assurance and production troubleshooting, wastage reduction, productivity enhancement and process streamlining, time management, leadership skills development, and improving, communication and documentation efforts.

## **B3. Skill Development Interventions for LTSE**

This quarter, PRICE completed skills development training for 381 LTSE employees. PRICE also completed six factory floor supervisor skill development programs for 23 supervisors from 14 SMEs. The training topics were selected by LTSE through a need assessment and included leadership, production documentation, occupational health and safety, and compliance.

PRICE also initiated a workforce training program for LTSE members for 304 trainees in this reporting period. As a part this program, PRICE incorporated a 3-day program on labor compliance. The areas covered during this training included basic factory compliance and labor rights, grievance and discrimination policies, health and safety, personal protective equipment use, first aid, standard operating procedures and machine maintenance, environmental management systems, and the use of material safety data sheets. These compliance trainings were conducted at Deya Footwear; Crystal Footwear, Dennys Footwear; Malim BD and a World Vision-supported cluster. In addition, PRICE linked LTSE with COEL to ensure that COEL can take over future SME skill development initiatives. LTSE then signed a MOU with COEL for future collaboration.



PRICE trainer is demonstrating how to operate a cutting machine.



#### B.4. Additional Workforce Development Trainings Facilitated by PRICE



Pre-testing the trainees before compliance sessions at Crystal Footwear.

*TK Footwear.* PRICE, in collaboration with LFMEAB and TK Footwear Limited (TKFL), provided training for 69 machine operators in Chittagong. Both theoretical and on-the-job training on cutting, assembling, sewing, and lasting operations were covered as well as basic labor compliance.

*US-Bangla Leather Products.* PRICE and US-Bangla Leather Products Limited completed an on-the-job training during

this period for 40 newly recruited trainees. Of these, 35 trainees secured fulltime placements at US-Bangla following the training.

*RIMEX Footwear.* PRICE, in collaboration with LFMEAB and RIMEX Footwear Limited (RFL), provided training to develop machine operators and employment opportunities for approximately 100 trainees.

*Earth Footwear.* During this quarter PRICE facilitated on the job program along with Earth Footwear Limited (EFL) for 80 trainees in sewing, cutting and lasting section at their factory premises. All these trainees successfully completed the training and were placed full time jobs at EFL.

## SECTION IV: TRAINING

### Overview

In the horticulture, aquaculture, and leather products sectors, PRICE facilitates various trainings on workforce development, management, and production technology in order to strengthen and develop our partner's competitiveness through increased yields and streamlined production. By strengthening links to markets and appropriately applying international standards, PRICE aims to contribute to a more robust domestic market as well as increase the opportunity for Bangladeshi exports in its three target sectors.

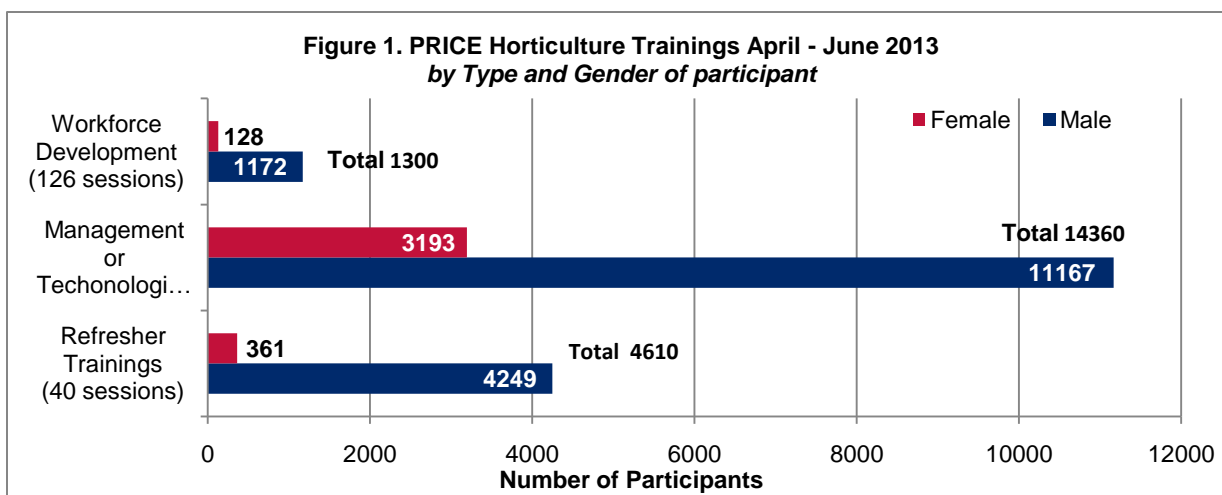
Through partner enterprises, PRICE facilitates trainings and provides the technical support by assigning subject matter experts to conduct both classroom-based trainings and field demonstrations. Utilizing a participatory approach, including brainstorming, question and answer sessions, practical experience sharing, and group work trainings. PRICE emphasizes gender equity in its various trainings to create opportunities for women to be involved in income generation activities and enhance their economic empowerment.

This quarter, PRICE continued to develop training programs that focus on improved farm management and agricultural technologies, proper business conduct, enterprise workforce management, and industry adherence to best practices following both national and international standards. PRICE also conducted refresher trainings of prior courses for participants involved in technical or business management training, and also hosted sessions on labor compliance. In this quarter, PRICE facilitated 885 training activities for 30,705 participants in all three sectors, of which 7,063 were female (23 percent).

Table 6: Total PRICE trainings and participants (April-June 2013)				
Type of Training	Total Training Events	Total Participants		
		Male	Female	Total
Workforce Development	85	2,190	676	2,866
Management or Technology	590	14,726	5,158	19,884
Refresher Training	209	6,702	1,228	7,930
Labor Compliance	01	24	01	25
<b>Grand Total</b>	<b>885</b>	<b>23,642</b>	<b>7063</b>	<b>30,705</b>

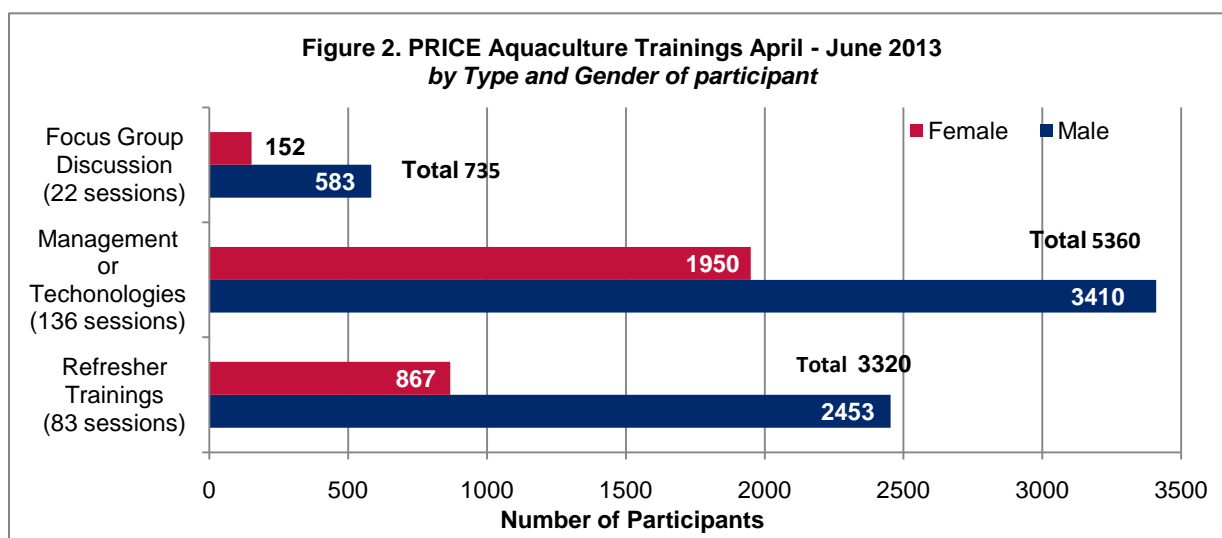
### Horticulture

During this quarter, PRICE facilitated 637 horticulture-related trainings for 20,270 participants, of which 3,682 were female (see Figure 1). Farmers learned new skills and farming techniques for mango, eggplant, summer tomato, onion, chili, cucumber, watermelon, as well as the proper use of organic fertilizer. Training topics included critical growth periods, crop rotation with eggplants, use of pest resistant varieties, clean cultivation practices, identification and management of insects and diseases, and harvesting and post-harvest handling techniques. In addition, farmers were introduced to integrated pest management approaches, dyke cropping, and contract farming arrangements.



## Aquaculture

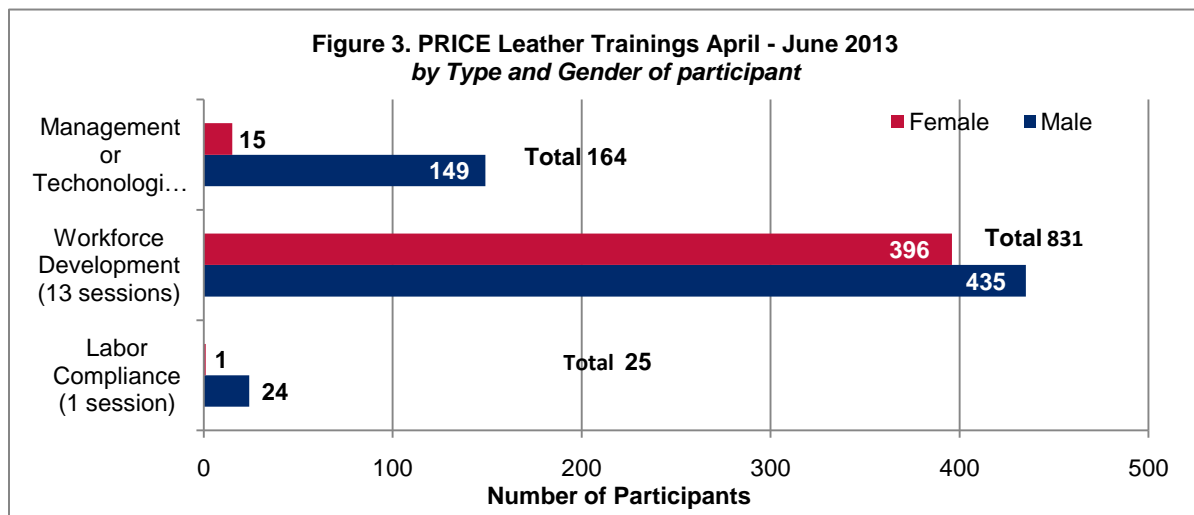
In this quarter, the PRICE aquaculture sector facilitated a total of 241 training events for 9,415 participants of which 2,969 were female (see Figure 2). Topics of the trainings included improved fish culture management methods, refresher training on improved fish culture management, fish packaging, and transportation. Sessions focused on diverse methods of fish culture, from pond preparation to production as well as post-harvest handling and quality preservation. In addition, as part of PRICE's management training, sessions included such topics as: group procurement of inputs, group marketing, and documentation on farming methods.



## Leather Products

PRICE has worked closely with its partners to develop workforce development and labor compliance training programs. These programs aim to include women and youth. In this quarter, 13 workforce development trainings sessions were held with 831 young participants (396 of which were female) from six partner enterprises including PICARD, US-Bangla Leather Products, Earth Footwear Ltd., RIMEX Footwear Ltd., TK Footwear Ltd. and Leather Technologist SME Entrepreneurs (LTSE). These included sessions on the leather selection process, leather cutting, sewing and lasting, health safety, and environmental management systems. Additionally two management and technology trainings were held with PICARD and COEL for 164 participants.

PRICE also facilitated one labor compliance training with PICARD for 25 participants. In order to promote better practices at the factory level to assist the factories in complying with national and international standards. These trainings highlighted issues such as health safety, first aid, use of personal protective equipment, environmental management systems, use of material safety data sheets, machine maintenance safety, and grievance and discrimination policies.



## SECTION V: EQUITY INTEGRATION

### Overview

Women's involvement in the Bangladeshi labor force is limited for various reasons, including lack of educational opportunities, religious practices, cultural restrictions, maternal responsibilities, and discrimination. PRICE works to build women's skills and promote their engagement in income generating activities through interventions in all three target sectors. PRICE works with partner organizations to ensure that they are inclusive of women in their technical training opportunities as well as meet specific job placement targets for women through their activities. By ensuring understanding of the contributions women and men bring to the workforce, as well as providing equal opportunities for skill building and advancement, PRICE aims to support the development of a more diverse workforce in Bangladesh.

### Horticulture

Women traditionally play an important role in horticulture production, as they take the lead on various activities such as collecting and preserving seeds for the next crop. They sort, grade, and clean manage post-harvest handling, and prepare the graded products to be sent to market. With some crops, such as potato, eggplant, and vegetable production, as well as post-harvest management, women's participation accounts for almost 50 percent of the workforce. Nevertheless in other areas, women's participation remains low; in cereal production for example, women make-up only 11-20 percent of the workforce.

During this period, PRICE conducted 628 training events in the horticulture sector, which reached a total of 3,682 female farmers. Direct training was designed to increase female farmer participant's knowledge and skills in production technology, proper use of organic fertilizer, vegetable and eggplant cultivation, as well as encourage their participation in contract farming schemes. Of the 10, 215 new jobs created by PRICE's horticulture partners this quarter, 1,818 (18 percent) were secured by women.

### Aquaculture

In the aquaculture sector, PRICE focused on providing assistance to women in order to increase their involvement and effectiveness in aquaculture activities. PRICE-supported training to female participants helped to build their skills and knowledge in aquaculture farming and improve their potential for increased yields. Working alongside its diverse partners, PRICE facilitated trainings that focused on homestead aquaculture to increase beneficiary farmers' household incomes by encouraging self-employment opportunities.

In this quarter, PRICE facilitated management and technology trainings as well as refresher training. Aquaculture training was provided for 9,415 farmers, of which 2,269 were female (31 percent). During this quarter, a total of 906 new jobs were created by PRICE aquaculture partners of which 125 (14 percent) were secured by women.

## Leather Products

Women's involvement in the Bangladeshi leather sector tends to be at the lower skill level due to limitations in access to skills training and education. While women make up approximately 40 percent of workers in the footwear and leather goods, their involvement in entrepreneurial and managerial levels of the leather sector is extremely low because of a lack of opportunity for advancement.

As part of its workforce development trainings to large industries as well as SMEs, PRICE encourages its partners to include more women in their supervisory and management trainings as well as create more job opportunities for women both as workers and supervisors. During this period, PRICE facilitated workforce, management and labor compliance trainings for 1,020 workers and supervisors, including 412 females (nearly 40 percent). Additionally, among the 676 new jobs created in the leather sector, 280 (nearly 41 percent) were secured by women.

## ANNEX 1: PRICE PERFORMANCE Q3 (APR-JUN 2013) AND ACCUMULATED ACHIEVEMENT

### Standard Indicators

FTF Ref.	Indicator & Disaggregation	Unit	Q3'13( Apr-Jun'13) Target	Achievement Q3'13 (Apr-Jun'13)
4.5.2 -23	Value of incremental sales (collected at farm-level) attributed to FTF implementation	USD	4,900,000	34,508,282
	Aquaculture		2,400,000	2,148,969
	_Fish		2,400,000	2,148,969
	_Shrimp		0	0
	Horticulture		2,500,000	32,359,313
	_Potato and vegetables		2,000,000	31,766,548
	_Cross-cutting horticulture		500,000	592,764
4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	USD	385,000	740,504
	Aquaculture		300,000	231,469
	Horticulture		85,000	509,035
4.5.2-7	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Number	5,470	19,720
	Male		4,500	14,577
	Female		970	5,143
4.5.2-5	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	Number	24,690	25,937
	New		1,650	5,557
	Continuing		23,040	20,379
	Male		19,016	19,157
	Female		5,674	6,780
4.5.2 - 2	Number of hectares under improved technologies or management practices as a result of USG assistance	Number	7,300	7,108
	New		383	927
	Continuing		6,917	6,182
	Male		6,020	5,469
	Female		1,280	1,639

## ANNEX 1: PRICE PERFORMANCE Q3 (APR-JUN 2013) AND ACCUMULATED ACHIEVEMENT

### Custom Indicators

Type	Indicator & Disaggregation	Unit	LoP Target - Achievement till Sep'12 & Target (Oct'12-Dec'13)	Q3'13 (Apr-Jun'13) Performance			Accumulated Achievement till Jun'13		
				Target	Achievement	% of Achievement	Cumulative planned	Cumulative achieved	% of Achievement of LoP Projection
Custom	Total Value of Sales Increased	USD	366,387,601	12,991,015	43,680,967	336%	219,041,895	392,604,330	107%
	Domestic		232,383,305	5,670,910	38,199,948	674%	108,738,860	273,054,757	118%
	Export		134,004,296	7,320,105	5,481,019	75%	110,303,034	119,549,572	89%
	Aquaculture		198,792,236	3,000,000	2,856,559	95%	103,306,337	197,083,819	99%
	Horticulture		69,405,244	2,900,000	34,820,479	1201%	42,051,243	110,937,601	160%
	Leather/Leather products		98,190,122	7,091,015	6,003,929	85%	73,684,314	84,582,910	86%
Custom	Number of Full-time equivalent Jobs Created	Number	67,274	1,590	11,796	742%	48,262	80,104	119%
	Aquaculture		43,245	700	906	129%	30,858	44,118	102%
	Horticulture		16,657	600	10,215	1702%	12,934	28,537	171%
	Leather/Leather products		7,372	290	676	233%	4,470	7,449	101%
	Male		53,537	1,062	9,574	901%	38,458	64,693	121%
	Female		13,738	528	2,223	421%	9,804	15,411	112%
Custom	Total Value of	USD	20,992,917	385,000	1,093,068	284%	7,542,346	20,777,207	99%
	Aquaculture		18,437,841	300,000	231,469	77%	5,004,828	17,893,854	97%
	Horticulture		1,368,748	85,000	509,035	599%	1,207,519	1,594,460	116%
	Leather/Leather products		1,186,328	0	352,564	-	1,330,000	1,288,892	109%
Custom	Number of persons participated in WF-dev prog	Number	28,400	2,600	2,866	110%	25,640	24,370	86%
	Aquaculture		7,969	400	735	184%	5,327	7,849	98%
	Horticulture		8,196	1,500	1,300	87%	7,700	5,126	63%
	Leather/Leather products		12,235	700	831	119%	12,614	11,395	93%
	Male		11,743	1,160	2,190	189%	14,612	11,043	94%
	Female		16,658	1,440	676	47%	11,028	13,328	80%



Type	Indicator & Disaggregation	Unit	LoP Target - Achievement till Sep'12 & Target (Oct'12-Dec'13)	Q3'13 (Apr-Jun'13) Performance			Accumulated Achievement till Jun'13		
				Target	Achievement	% of Achievement	Cumulative planned	Cumulative achieved	% of Achievement of LoP Projection
Custom	Number of Firms and farmers receiving USG assistance to access formal loan or micro-	Number	32,677	3,840	7,297	190%	16,398	31,368	96%
	Aquaculture		4,171	140	158	113%	3,193	4,090	98%
	Horticulture		28,478	3,700	7,139	193%	13,183	27,249	96%
	Leather/Leather products		28	0	0	-	21	29	104%
	Male		27,843	3,585	3,258	91%	13,879	18,967	68%
	Female		4,834	255	4,039	1584%	2,519	12,401	257%
Custom	Total value of sales increased of USG assisted businesses	USD	29,387,451	1,000,000	3,168,756	317%	3,500,000	36,145,623	123%
	Aquaculture		14,459,342	600,000	707,590	118%	2,000,000	13,300,238	92%
	_Fish		8,650,502	600,000	707,590	118%	1,900,000	7,801,679	90%
	_Shrimp		5,808,840	0	0	-	100,000	5,498,559	95%
	Horticulture		14,928,109	400,000	2,461,166	615%	1,500,000	22,845,385	153%
	_Potato and vegetables		11,151,524	250,000	1,762,380	705%	900,000	16,580,254	149%
	_Cross-cutting horticulture		3,776,584	150,000	698,786	466%	600,000	6,265,131	166%

## ANNEX 2: PRICE FTFMS and PPR Q3'13 REPORT

### Standard Indicators

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q3'13 Target	Achieved to end of Q3'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
4.5.2-23	Value of incremental sales at farm level attributed to FtF implementation	US \$ mill.	Fish and shrimp	2011	79,320,356	2,400,000	1,371,410	777,559	2,148,969	9,600,000	800,000
			Fish quantity in MT				704	415	1,119		
			Horticulture	2011	9,161,599	2,500,000	24,253,366	8,105,947	32,359,313	10,125,000	1,500,000
			Horticulture quantity in MT				116,665	19,937	136,602		
			<b>Total</b>	<b>2011</b>	<b>88,481,955</b>	<b>4,900,000</b>	<b>25,624,776</b>	<b>8,883,506</b>	<b>34,508,282</b>	<b>19,725,000</b>	<b>2,300,000</b>
			<b>Total quantity in MT</b>			<b>2,400,000</b>	117,369	20,352	137,721		
4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FtF implementation	US \$ mill.	None		0	385,000	551,842	188,663	740,504	1,660,000	100,000
4.5.2-2	Number of hectares under improved technologies or management	Hectares	New		0		741	185	927	2,050	0
			Continuing		0		3,694	2,488	6,182	5,310	7,360
			Male		0		3,274	2,195	5,469	6,020	6,020
			Female		0		1,161	478	1,639	1,340	1,340
			<b>Total</b>		<b>0</b>	<b>7,300</b>	<b>4,435</b>	<b>2,674</b>	<b>7,108</b>	<b>7,360</b>	<b>7,360</b>

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q3'13 Target	Achieved to end of Q3'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
	nt practices as a result of USG assistance										
4.5.2-5	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	Number	New		0		5,281	276	5,557	9,220	0
			Continuing		0		15,902	3,877	19,779	15,740	24,960
			Male		0		15,872	3,137	19,009	19,220	19,220
			Female		0		5,312	1,016	6,328	5,740	5,740
			<b>Total</b>		<b>0</b>	<b>24,690</b>	<b>21,184</b>	<b>4,153</b>	<b>25,337</b>	<b>24,960</b>	<b>24,960</b>
4.5.2-7	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Number	Male		0		11,644	2,933	14,577	25,950	0
			Female		0		4,996	147	5,143	5,550	0
			Producers		0		16,240	2,830	19,070	30,750	0
			People in government		0		0	30	30	0	0
			People in private sector firms		0		400	220	620	750	0
			<b>Total</b>		<b>0</b>	<b>5,470</b>	<b>16,640</b>	<b>3,080</b>	<b>19,720</b>	<b>31,500</b>	<b>0</b>

## ANNEX 2: PRICE FTFMS and PPR Q3'13 REPORT

### Custom Indicators

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q3'13 Target	Achieved to end of Q3'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
Custom	Total Value of Sales Increased	US \$ mill.	Domestic	2011	101,831,571	5,670,910	27,310,117	10,889,831	38,199,948	23,099,250	2,958,350
			Export	2011	81,866,821	7,320,105	180,259	5,300,760	5,481,019	28,351,100	5,876,500
			Aquaculture	2011	170,903,146	3,000,000	1,371,410	1,485,149	2,856,559	12,000,000	1,000,000
			Horticulture	2011	12,795,246	2,900,000	26,118,966	8,701,513	34,820,479	12,025,000	2,000,000
			Leather/Leather products	2011	0	7,091,015	0	6,003,929	6,003,929	27,425,350	5,834,850
			<b>Total</b>	<b>2011</b>	<b>183,698,392</b>	<b>12,991,015</b>	<b>27,490,377</b>	<b>16,190,591</b>	<b>43,680,967</b>	<b>51,450,350</b>	<b>8,834,850</b>
Custom	Number of Full-time equivalent Jobs Created	Number	Aquaculture		0	700	617	289	906	2,900	300
			Horticulture		0	600	3,754	6,461	10,215	2,900	1,000
			Leather/Leather products		0	290	0	676	676	870	0
			Male		0	1,062	3,333	6,240	9,574	4,610	975
			Female		0	528	1,038	1,185	2,223	2,060	325
			<b>Total</b>		<b>0</b>	<b>1,590</b>	<b>4,371</b>	<b>7,426</b>	<b>11,796</b>	<b>6,670</b>	<b>1,300</b>
Custom	Total Value of Investment Increased	US \$ mill.	Aquaculture		0	300,000	126,315	105,154	231,469	1,300,000	0
			Horticulture		0	85,000	425,526	83,509	509,035	360,000	100,000
			Leather/Leather products		0	0	0	352,564	352,564	250,000	0
			<b>Total</b>		<b>0</b>	<b>385,000</b>	<b>551,842</b>	<b>541,227</b>	<b>1,093,068</b>	<b>1,910,000</b>	<b>100,000</b>
Custom	Number of persons participated in WF-dev prog	Number	Aquaculture		0	400	615	120	735	1,000	0
			Horticulture		0	1,500	1,300	0	1,300	5,700	0
			Leather/Leather products		0	700	0	831	831	2,800	0
			Male		0	1,160	1,635	555	2,190	4,200	0
			Female		0	1,440	280	396	676	5,300	0
			<b>Total</b>		<b>0</b>	<b>2,600</b>	<b>1,915</b>	<b>951</b>	<b>2,866</b>	<b>9,500</b>	<b>0</b>

Indicator No.	Indicator title	Unit	Disaggregated by:	Baseline		Q3'13 Target	Achieved to end of Q3'13			FY13 Target	FY14 (Oct-Dec '13) Target
				Year	Value		FTF Zone	Non-FTF Zone	Total		
Custom	Number of firms and farmers receiving USG assistance to access formal loan or micro-credit	Number	Aquaculture		0	140	158	0	158	500	0
			Horticulture		0	3,700	7,139	0	7,139	15,000	4,000
			Leather/Leather products		0	0	0	0	0	0	0
			Male		0	3,585	3,258	0	3,258	14,500	3,800
			Female		0	255	4,039	0	4,039	1,000	200
			<b>Total</b>		<b>0</b>	<b>3,840</b>	<b>7,297</b>	<b>0</b>	<b>7,297</b>	<b>15,500</b>	<b>4,000</b>
Custom	Total value of sales increased of USG assisted businesses	US \$ mill.	Aquaculture	2011	91,582,790	600,000	-	707,590	707,590	2,400,000	200,000
			Horticulture	2011	3,633,647	400,000	1,865,600	595,566	2,461,166	1,900,000	500,000
			<b>Total</b>	<b>2011</b>	<b>95,216,437</b>	<b>1,000,000</b>	<b>1,865,600</b>	<b>1,303,156</b>	<b>3,168,756</b>	<b>4,300,000</b>	<b>700,000</b>

## ANNEX 3: PARTNER-WISE RESULTS

### PARTNER-WISE RESULTS IN HORTICULTURE

Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
Bogra-Rajshahi	Enterprise	Potato	Gram Unnayan Karma Enterprise Development (GUKED)-1	207,522	0	207,522	82	25	107	0
	Enterprise	Potato	Gram Unnayan Karma Enterprise Development (GUKED)-2	219,050	0	219,050	76	23	100	0
	Enterprise	Potato	Murail Rural Development Multipurpose Cooperative Society Ltd	25,112	0	25,112	12	3	15	0
	Enterprise	Potato	Murail Rural Development Multipurpose Cooperative Society Ltd-2	19,806	0	19,806	5	(4)	1	0
	Enterprise	Potato	Ferdous Biotech Ltd	0	0	0	0	0	1	3,782
	Enterprise	Cross-Cutting	Grameen Krishak Sohayak Sangstha Enterprise (GKSSE)	15,487	0	15,487	(11)	0	(11)	192
	Farmer Group	Cross-Cutting	Grameen Krishak Sohayak Sangstha Enterprise (GKSSE)-Farmers	592,764	0	592,764	1,087	844	1,931	5,108
	Enterprise	Cross-Cutting	Riya Fertilizer	40,100	0	40,100	11	1	11	5,128
	Farmer Group	Mango	Kansat Mango Farmer Multipurpose Co-operative Society Limited	5,390,235	0	5,390,235	3,167	0	3,167	44,700
	Enterprise	Mango	Kansat Mango Farmer Multipurpose Co-operative Society Limited-Mango Stands	67,026	0	67,026	5	2	7	0

Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
			in Dhaka							
	Farmer Group	Mango	Bonolota Mango Producer Cooperative Society Ltd	2,122,947	0	2,122,947	1,132	0	1,132	24,599
	Enterprise	Mango	Bonolota Mango Producer Cooperative Society Ltd-Mango Stands in Dhaka	1,463	0	1,463	0	0	0	0
Jessore-Khulna	Enterprise	Potato	Pride Agro Enterprise-(Potato)	145,192	0	145,192	52	28	80	0
	Enterprise	Potato	Dipti Agro Enterprise	27,333	0	27,333	10	5	15	1,346
	Enterprise	Potato	Proshikkhito Jubo Kalyan Agro Enterprise-(Potato)	16,702	0	16,702	9	7	16	739
	Enterprise	Egg-plant	Pride Agro Enterprise-(Eggplant)	405,262	0	405,262	83	39	122	1,822
	Farmer Group	Egg-plant	Society Development Community (SDC)-Eggplant Farmers	238,240	0	238,240	132	1	133	1,571
	Farmer Group	Egg-plant	Pride Agro Enterprise-Eggplant Farmers	908,151	0	908,151	129	18	147	9,660
	Farmer Group	Egg-plant	Polly Prokirty-Eggplant Farmers	455,185	0	455,185	46	6	52	3,499
	Farmer Group	Egg-plant	Dipti Agro Enterprise-Eggplant Farmers	178,202	0	178,202	22	11	33	4,377
	Farmer Group	Egg-plant	Jagoroni Agro Industries-Eggplant-Farmers	264,236	0	264,236	24	24	48	10,390
	Farmer Group	Egg-plant	Rural Reconstruction Foundation-Eggplant Farmers	974,672	0	974,672	197	23	220	12,839
	Enterprise	Egg-plant	Proshikkhito Jubo Kalyan	1,090	0	1,090	0	0	1	0



Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
			Agro Enterprise-(Eggplant)							
	Enterprise	Mango	Chesta Agro Enterprise	118,613	0	118,613	9	3	12	2,179
	Enterprise	Mango	Adorsho Foundation	98,515	0	98,515	5	4	9	1,756
	Farmer Group	Mango	Chesta Agro Enterprise-Farmers	8,345,944	0	8,345,944	350	63	413	66,399
	Farmer Group	Mango	Jagoroni Agro Industries-Mango Farmers	1,021,314	0	1,021,314	(37)	(4)	(41)	4,682
	Farmer Group	Mango	Rural Reconstruction Foundation-Mango Farmers	1,925,992	0	1,925,992	18	(4)	14	5,862
	Enterprise	Cross-Cutting	Padma Seeds	637,359	0	637,359	16	10	27	4,077
	Enterprise	Cross-Cutting	Biotech Agro complex	5,840	0	5,840	2	2	4	1,538
	Enterprise	Vegetables	Organix	0	0	0	0	0	0	0
	Enterprise	Vegetables	EFADF Agro Business	314,124	0	314,124	63	6	69	441
	Farmer Group	Vegetables	EFADF Agro Business-Vegetables Farmers	349,156	0	349,156	182	35	217	47,621
	Enterprise	Vegetables	Renaissance	50,000	0	50,000	0	0	1	128
	Farmer Group	Vegetables	Renaissance Vegetable Farmers	1,640,202	0	1,640,202	497	75	572	114,113
	Farmer Group	Vegetables	Polly Prokrity-Chilli Farmers	210,626	0	210,626	67	18	86	2,406
	Enterprise	Vegetables	Pride Agro Enterprise-(Vegetable)	43,300	0	43,300	10	5	15	0
	Farmer Group	Vegetables	Dipti Agro Enterprise-Onion Farmers	29,633	0	29,633	7	2	9	863
	Farmer Group	Vegetables	Shushilon-Watermelon Farmers	5,887,393	0	5,887,393	476	390	866	89,597
	Farmer Group	Vegetables	Sheba Manab Kallyan Kendra Enterprise (SMKKE)-Vegetable Farmers	314,841	0	314,841	108	5	114	31,223
	Farmer	Vegetab	Pride Agro	65,126	0	65,126	11	1	12	709

Region	Partner Type	Product	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
				Domestic	Export	Total	Male	Female	Total	USD
				USD	USD	USD				
	Group	les	Enterprise (Onion)-Farmers							
	Farmer Group	Vegetables	Polly Prokriy (Onion)-Farmers	419,665	0	419,665	42	(14)	29	2,473
	Farmer Group	Vegetables	Society Development Committee-Onion Farmers	1,024,786	0	1,024,786	87	56	143	3,216
			<b>Total Horticulture</b>	<b>34,820,479</b>	<b>-</b>	<b>34,820,479</b>	<b>8,397</b>	<b>1,818</b>	<b>10,215</b>	<b>509,035</b>

\* Direct job information is complemented using a statistical model to estimate associated job creation across the value chain.

Source of data: Partner interviews for enterprises and sample surveys for farmer groups.

## PARTNER-WISE RESULTS IN AQUACULTURE

Region	Partner Type	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
			Domestic	Export	Total	Male	Female	Total	USD
			USD	USD	USD				
Bogra	Farmer Group	Kahaloo Matshya Chashi Samoby Samity-2	257,104	0	257,104	68	2	71	43,051
	Farmer Group	Society for Sustainable Development for the Rural & Urban Area (SSURDA)	520,455	0	520,455	192	0	192	38,385
Jessore-Khulna	Farmer Group	Society for Sustainable Development for the Rural & Urban Area (SSURDA)-2	69,639	0	69,639	79	0	79	6,088
	Farmer Group	Agriculture Advisory Society (AAS)-(Aqua)-3	92,532	0	92,532	49	1	50	5,178
	Farmer Group	Rakhaing Development Foundation (RDF)-3	26,766	0	26,766	17	0	17	4,175
	Farmer Group	Center for Integrated Social Development (CISD)	184,844	0	184,844	(49)	(14)	(63)	23,452
	Farmer Group	Mulia Matshyajibi Samittee	220,479	0	220,479	32	11	43	8,275
	Farmer Group	Trinomooli Krishi Unnayan Shomoby Shamitee Ltd.-Farmers-2	74,117	0	74,117	34	1	35	4,976
	Farmer Group	Chittra Unnayan Kendra-Farmers	87,121	0	87,121	90	20	109	14,800
	Farmer Group	Shushilan (Aqua)-Farmers	180,259	180,259	360,519	63	85	148	40,482
	Farmer Group	Avoy Nagar Motsya Hatchery Owners's Association (AMOA)	126,448	0	126,448	47	11	58	5,243
	Farmer Group	Nazrul Smrity Sangsad (NSS)-1	14,733	0	14,733	12	0	12	2,114
	Farmer Group	Trinamool Manobik Unnayan Shongstha (TMUS)-3	114,213	0	114,213	128	0	128	11,531
Dk	Enterprise	SMS Feeds Ltd.	707,590	0	707,590	18	8	26	23,718
Total Fish			2,676,300	180,259	2,856,559	781	125	906	231,469

Source of data: Partner interviews for enterprises and sample surveys for farmer groups.

## PARTNER-WISE RESULTS IN LEATHER PRODUCTS

Region	Partner	Sales Increased			No. Total Jobs Created			Investment Increased
		Domestic	Export	Total	Male	Female	Total	
		USD	USD	USD				USD
Dhaka	LFMEAB - Apex Adelchi Footwear Ltd.	-	956,250	<b>956,250</b>	0	0	<b>0</b>	-
	LFMEAB - Bay Footwear Ltd.	-	193,200	<b>193,200</b>	-	-	-	-
	LFMEAB - Jennys Shoes Ltd	-	67,500	<b>67,500</b>	-	-	-	-
	LFMEAB - Landmark Footwear Ltd	-	303,750	<b>303,750</b>	-	-	-	-
	LFMEAB - Apex Leather Craft Fashion & Accessories	-	87,750	<b>87,750</b>	-	-	-	-
	LFMEAB - PICARD	-	713,250	<b>713,250</b>	63	89	<b>152</b>	-
	LFMEAB - Bengal Shoe Industries	-	828,060	<b>828,060</b>	-	-	-	-
	LFMEAB - FB Footwear Ltd	-	1,125,000	<b>1,125,000</b>	0	0	<b>0</b>	-
	LFMEAB-USBANGLA Leather Products	-	58,500	<b>58,500</b>	<b>28</b>	<b>7</b>	<b>35</b>	-
	LFMEAB - Earth Footwear Ltd	-	54,000	<b>54,000</b>	30	50	80	-
	LFMEAB - RIMEX Footwear Ltd	-	126,000	<b>126,000</b>	42	58	100	-
	LFMEAB - TK Footwear Ltd	-	-	-	34	24	58	-
	Leather Technologist SME Entrepreneur (LTSE)	72,400	-	<b>72,400</b>	129	52	181	-
	Aarong - 20 Supplier SMEs	630,769	-	<b>630,769</b>	70	-	<b>70</b>	352,564
	COEL	-	787,500	<b>787,500</b>	-	-	-	-
	<b>Total Leather Products</b>	<b>703,169</b>	<b>5,300,760</b>	<b>6,003,929</b>	<b>396</b>	<b>280</b>	<b>676</b>	<b>352,564</b>

Source of data: Partner interviews



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